

Message Text

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ORIGIN EB-08

INFO OCT-01 EUR-12 EA-10 ISO-00 COME-00 CAB-02 CIAE-00
DODE-00 DOTE-00 INR-10 NSAE-00 FAA-00 L-03 SS-15
NSC-05 STR-07 /073 R

DRAFTED BY EB/OA/AVP:JMROBERTS

APPROVED BY EB/OA/AVP:AJWHITE

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EUR/WE:EBUGLE

EB/ITP/OA:SAHMAD

DOC/TCED:RMYERS

EA/ROC:WLUNDY

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P R 251927Z JUL 78

FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI PRIORITY

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY ROME

AMEMBASSY TOKYO

C O N F I D E N T I A L STATE 187436

FOR USEEC, ROME FOR RCAA

E.O. 11652: GDS

TAGS: EAIR, ETRD, TW

SUBJECT: ALLEGED AIRBUS INDUSTRIE SALES TACTIC

1. THE DEPARTMENT WAS RECENTLY CONTACTED BY A LOCAL
REPRESENTATIVE OF MCDONNELL-DOUGLAS AIRCRAFT CORPORATION
(MDC) WHO EXPLAINED THAT THEIR FIRM IS ALARMED AT
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THE LATEST DEVELOPMENT IN CHINA AIRLINES' (CAL) NEW AIR-CRAFT PURCHASE DELIBERATIONS. MDC BELIEVES CAL IS BEING FORCED TO MAKE THEIR DECISION ON POLITICAL RATHER THAN COMMERCIAL GROUNDS.

2. MDC EXPLAINED THAT AS OF 24 JULY THEY CONSIDERED THEM-SELVES ON THE VERGE OF SELLING CAL TWO DC-10'S. HOWEVER,

SOMETIME LATER THAT DAY THEY WERE INFORMED BY CAL THAT BECAUSE OF A NEW OFFER BY AIRBUS INDUSTRIE THE DC-10 ACQUISITION WAS BEING INDEFINATELY POSTPONED. MDC ALLEGES THAT THIS NEW OFFER IS A PROMISE TO THE ROC OF LANDING RIGHTS IN FRANCE, BUT ONLY IF CAL BUYS FOUR A-300'S PLUS OPTIONS FOR FOUR MORE. MDC, WHO HAD EXPECTED CAL TO ACQUIRE NO MORE THAN TWO A-300'S IN ADDITION TO TWO DC-10'S IS UNDERSTANDABLY CONCERNED.

3. ACTION REQUESTED: REQUEST EMBASSY TRY TO ASCERTAIN WHETHER THERE IS ANY TRUTH TO THIS ALLEGATION THAT LANDING RIGHTS IN FRANCE HAVE BEEN OFFERED AS AN INDUCEMENT FOR CAL TO ACQUIRE THE A-300. ANY ADDITIONAL INFORMATION WHICH MAY BE IMMEDIATELY OBTAINABLE CONCERNING THE AIRBUS INDUSTRIE OFFER WILL ALSO BE APPRECIATED.

VANCE

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